



U.S. Trade and Development Agency

Caspian Finance Seminar Caspian Oil & Gas 2002 Baku, Azerbaijan June 4, 2002

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The Caspian Finance Center (CFC)

From its base in Ankara, the Caspian Finance Center facilitates the development of commercial projects in Armenia, Azerbaijan, Georgia, Kazakhstan, Kyrgyzstan, Tajikistan, Turkmenistan, Uzbekistan, Turkey, and since January 2002, Afghanistan

The Caspian Finance Center (CFC)

The U.S. Trade and Development Agency (TDA)

The Overseas Private Investment Corporation (OPIC)

The Export-Import Bank of the United States (U.S. Ex-Im)

TDA, OPIC and U.S. Ex-Im

- TDA is involved with the initial phases in the project lifecycle
- OPIC provides finance and insurance support for the U.S. investment
- Ex-Im Bank provides finance and insurance of the U.S. exports

Caspian Finance Center Objectives

- Provide support to U.S. companies and their joint venture partners in the region
- Identify new projects for each of the three agencies
- Support the U.S. Government's Caspian Initiative and the Baku-Tbilisi-Ceyhan pipeline



U.S. Trade and Development Agency (TDA)

First in the trade and investment process

TDA's Mission

- Fight foreign competition and position U.S. companies for export opportunities
- Support U.S. foreign policy initiatives
- Increase host country access to U.S. expertise

TDA Sectors

- Telecommunications
- Energy and Power
- Transportation
- Environment/Solid Waste/Waste Water
- Industry and Manufacturing
- Healthcare
- Agribusiness
- Tourism Infrastructure

TDA Activities

- Provides grants to assist in planning infrastructure and industrial projects in emerging markets
- By funding feasibility studies, orientation visits, training grants and various forms of technical assistance, TDA facilitates partnerships between U.S. firms and local public and private sector project sponsors

When Does TDA Provide Assistance?

- Project provides for significant potential of U.S. exports
- During the early stages of project planning
- Once a specific project idea has been fully developed
- When a financial institution or project sponsor requires a feasibility study or *bankable* project documents

Orientation Visits to the United States

TDA sponsors visits to the United States by foreign government officials, as well as private sector representatives, interested in procuring goods and services for specific projects that have funding sources already identified

Training Grants and Technical Assistance

- TDA offers training grant assistance to cover the cost of training included in a U.S. firm's bid on international competitive tenders for major projects when the company is on a short list competing against foreign firms
- TDA funds technical assistance grants when required expertise for the development of a project is unavailable in the country

Feasibility Studies

- Primary TDA tool
- Public or private sector project sponsor
- U.S. experts evaluate the technical, economic, and financial aspects of important development projects
- Cost of study shared on sole source projects
- Dual goal is to:
 - ✓Provide host country sponsor with “bankable” study to apply for financing to U.S. Ex-Im, OPIC, World Bank or other financial institution
 - ✓Provide U.S. firms with increased chance of winning follow-on implementation contracts

TDA Activities in the Region

- Energy Sector

- ✓ *Azerbaijan*: Jet fuel and diesel improvements and naphthenic waste recovery at the Baku refinery;
- ✓ *Kazakhstan*: Trans-Caspian Oil Export Routes Technical Assistance Grant; Gas Utilization Study; Offshore Oil and Gas Infrastructure Development Study; Petroleum Information Systems Study;
- ✓ *Uzbekistan*: Oil and Gas Conference in Houston, Texas;
- ✓ *Turkmenistan*: Krasnovodsk Refinery Upgrade Study;

TDA Activities in the Region

- Health Care Sector

- ✓*Azerbaijan*: Cardiovascular center construction study

- Construction Sector

- ✓*Azerbaijan*: Orientation Visit to the USA to look at US equipment and technology in the construction sector

- ✓*Russia/NIS/Turkey*: ICT Conference, June 2001

How to Request TDA Assistance

Feasibility Studies:

- In this region, TDA can receive requests directly from project sponsors or through the Commercial Service personnel in your country
- TDA will advertise study opportunities in a U.S. publication, Commerce Business Daily
- Project sponsors may also submit an application to TDA together with a U.S. firm identified on a sole-source basis

How to Request TDA Assistance

Orientation Visits and Training Grants:

- The Commercial Service and interested U.S. firms notify TDA of pending opportunities
- TDA reviews these applications on an expedited basis
- Most importantly, visit us at:

www.tda.gov

TDA Focus for 2002

- Follow-up on past investments by funding a number of orientation visits for Project Sponsors
- Infrastructure Projects: Transportation and Tourism
- Environmental Projects: Wastewater Treatment, Clean Water and Solid Waste Disposal
- Destination Eurasia: Building Infrastructure for Tourism, Istanbul, May 29-31, 2002

How Do You Find Us?

www.caspianfinance.com

The Caspian Finance Center

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Thank You!